
DETAILS OF PRACTITIONER TRAINING KIT

1. Participant workbook
2. Training DVD containing
 - a. 15 Audio CD's
 - b. 2 Video DVD's

AUDIO CD CONTENTS

I. CD Number 1

- 01 Welcome to your adventure
- 02 Your personal treasure map
- 03 The levels of NLP
- 04 What is NLP
- 05 The NLP communication model
- 06 Generative success

II. CD Number 2

- 01 The 3 principles of NLP
- 02 Introduction to presuppositions of NLP
- 03 Everyone has a unique model of the world
- 04 Respect your client's model of the world
- 05 The map is not the territory
- 06 People are not their behaviours
- 07 The meaning of all behaviour is dependent on the context
- 08 All behaviour has a positive intention
- 09 The most important information about a person is their behaviour
- 10 Everyone does the best they can with the resources they have
- 11 There are no unresourceful people only unresourceful states
- 12 Everyone has all the resources they need
- 13 The law of requisite variety
- 14 There is no failure only feedback
- 15 Everyone is in charge of their minds therefore their results
- 16 The meaning of the communication is equal to the response you get
- 17 Resistance in a client is a sign of lack of rapport
- 18 All procedures should create choice and promote wholeness
- 19 Presuppositions assignment

III. CD Number 3

- 01 Introduction to the Minds
- 02 Stores Memories
- 03 Organizes Memories
- 04 Is the Domain of All Emotions
- 05 May Repress Emotions
- 06 May Present Memories for Resolution
- 07 May Keep Memories Repressed in Order to Protect

- 08 Runs the Body
- 09 Preserves the Body
- 10 Supports the Morality you were taught and accepted
- 11 Is a Servant, Likes to follow Orders
- 12 Controls and Maintains Perceptions
- 13 Generates and Stores Energy
- 14 Maintains Instincts and Generates Habits
- 15 Needs Repetition until a habit is installed
- 16 Is programmed to continually seek more and more
- 17 Functions best as a whole integrated unit
- 18 Uses and responds to symbolism
- 19 Takes everything personally
- 20 Works on the principle of least effort
- 21 Does not process negatives
- 22 Closing thoughts

IV. CD Number 4

- 01 State vs outcome
- 02 SMART goals part one
- 03 King Pygmalion
- 04 Smart goals part two
- 05 Keys to an achievable outcome
- 06 Integration outcome
- 07 Five steps to an achievable outcome
- 08 Responsibility for goals

V. CD Number 5

- 01 Introduction to Sensory acuity
- 02 The five targets for sensory acuity
- 03 Sensory based or mind reading
- 04 Unconscious sensory acuity
- 05 What is rapport
- 06 Why do you need rapport
- 07 The Makings of rapport
- 08 Gaining rapport
- 09 Rapport through physiology
- 10 Street NLP assignment
- 11 Rapport through voice quality and words

VI. CD Number 6

- 01 Lead representational system
- 02 Primary representational system
- 03 Representational system test
- 04 Visual representation test
- 05 Auditory representational system
- 06 Kinaesthetic representational system
- 07 Auditory representational system
- 08 The impact of VAK
- 09 Overlapping representational systems
- 10 Eye accessing patterns
- 11 Eye accessing challenges
- 12 Questions to elicit eye patterns
- 13 Key distinctions on eye patterns
- 14 Street NLP assignment
- 15 Utilising eye accessing patterns

VII. CD Number 7

- 01 Introduction to linguistics
- 02 Presuppositions of language
- 03 Presuppositions exercise 1
- 04 Presuppositions exercise 2
- 05 Presuppositions exercise 3
- 06 Street NLP exercise 1
- 07 Hierarchy of ideas
- 08 Street NLP exercise 2
- 09 The use of vocal inflexions
- 10 Milton Model Introductions
- 11 Milton Model Patterns
- 12 Milton Model Exercise

VIII. CD number 8

- 01 Introduction to the Meta Model
- 02 Meta Model Patterns
- 03 Making the Meta Model Work
- 04 Street NLP assignment
- 05 The Agreement Frame
- 06 The Negotiation Model

IX. CD Number 9

- 01 What is a Metaphor
- 02 Creating Metaphors Option 1
- 03 Creating Metaphors Option 2
- 04 Getting the Lessons
- 05 Street NLP Assignment
- 06 Summary of Linguistic Skills

X. CD Number 10

- 01 What are sub-modalities
- 02 Sub-modality elicitation script
- 03 Like to dislike techniques
- 04 Neurological drivers
- 05 Tapping into universal experiences
- 06 Changing beliefs with sub-modalities
- 07 Swish patterns
- 08 Swish patterns exercise
- 09 Possible scenarios with swish patterns

XI. CD Number 11

- 01 What are Anchors
- 02 Four Steps to Anchors
- 03 Five Keys to Anchors
- 04 State Elicitation
- 05 Stacking Anchors
- 06 Stacked Resource Anchor
- 07 Circle of Excellence
- 08 Collapse Anchors
- 09 Collapse Anchors Exercise

XII. CD Number 12

- 01 New Orleans Flexibility Drill
- 02 Change Personal History
- 03 Chaining Anchors
- 04 Chain Design
- 05 Possible Chains
- 06 Fast Phobia Cure

XIII. CD Number 13

- 01 What are strategies
- 02 The TOTE model
- 03 Elements of strategies
- 04 NLP Notation
- 05 Strategy elicitation script
- 06 Buying strategies
- 07 Relationship strategies
- 08 Problem behaviour strategies
- 09 Covert strategy elicitation
- 10 Distinctions for eye patterns
- 11 Utilising Strategies
- 12 Street NLP Assignment

XIV. CD Number 14

- 01 What is reframing
- 02 Context reframes
- 03 Content reframes
- 04 Which one should you use
- 05 Street NLP Assignment
- 06 Separating intention from behaviour
- 07 The 6 step reframe
- 08 What is a part
- 09 Identifying a part
- 10 Parts integration techniques
- 11 Perceptual positions
- 12 Street NLP Assignment

XV. CD Number 15

- 01 The 5 step sales process with NLP
- 02 NLP in management
- 03 NLP in education
- 04 NLP in therapy
- 05 NLP in relationships
- 06 Bon voyage

DVD number one

- 1) Arm Exercise – Mind and body are connected
- 2) Sub-modalities – Like to Dislikes
- 3) Sub-modalities – Belief Change
- 4) Swish Pattern
- 5) Collapsed Anchors
- 6) Demonstration of Chaining Anchors

DVD number two

- 1) Eye Patterns
- 2) Strategies
- 3) Parts integration – visual squash
- 4) Elicitation of a Time Line
- 5) Emotions – limited decisions
- 6) Fast Phobia Cure